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Mr. David Gries
NIO for East Asia
Room 7E62
Central Intelligence Agency
Washington, D.C. 20503

Dear David,

Enclosed is a case study on barriers to U.S. insurance companies in Japan. The main conclusion is that general Ministry of Finance regulation of the insurance industry is the principal impediment to the expansion of U.S. business. This regulation limits the kinds of policies that can be offered and the premium that can be charged. American companies are therefore stifled from coming up with new products or competitive prices that could win business away from domestic Japanese companies.

This draft is the last of the series of case studies that will be produced. The other industries that we examined are summarized in the final report. We are now in the process of having that report reviewed and will be revising it after receiving comments from you and from others.

Best regards,

Arthur J. Alexander

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